

# Volume discount sale with a special J.D. Bonus

50,000 - 75,000  
75,000 - 100,000  
100,000 - 125,000  
125,000 +

5%  
7 1/2%  
10%  
12 1/2%

discount off our cost for these  
will miss  
List Cost

220A	175UM	5250.00	3560.20
smooth front roller	BM18211	<15.00>	104.30
grass catcher	BM185166	0.00	0.00
transport wheel	BM18116	365.00	255.50
		5600.00	3920.00

Additional <1278.82>

10% package discount = JD alg other 4321.18 <392.00>  
special J.D. bonus (hardly used) / didn't know <300.00>  
List

all on to  
inter  
margin

up 2.0 hrs @ 6000 List 5600 11 1/2% margin 120.00  
right 1 we're in 90% lot not SP. SP 4321.18  
material 2, material Austin disc 1278.82 5.75  
16.77

cost x .05 = net cost = net cost  
Austin disc 2, (950.66 950.66 ÷ 4321.18 22% margin 950.66 margin  
= SP - cost  
Selling price 3320.52 ÷ 78 4321.18

we also have total control of  
margin in this sale even though we  
get additional bonus from J.D.

chrg Austin's Discount - say - \$500 more  
4321.18 SP 950.66 margin  
-800.00 500

2,821.18 new 450.66 new margin

| 450.66 | 3,821.66 → new 70 margin

220A	17911M	5250.00	3560.20
smooth front roller	RM18211	<15.00>	104.30
grass catcher	BM18466	0.00	0.00
transport wheel	-BM18116	365.00	255.50
		5600.00	3920.00
preferred discount	25% <sup>J.D. program</sup>	<14.00.00>	<del>490.00</del> <sup>12% off</sup> 440.00
	Selling price	4200.00	3430.00
setup	20 @ 60.00	1/2 of discount	120.00
freight		↑ hand? cost?	5.75
1/2% material			12.78
see also add \$2000 off total list & cost			3572.53
but per prob. if SD Preferred Disc	margin is 14.92%	626.47 - 4200.00	626.47
can be also SD regular discount		Selling price	4200.00
but never Austin Discount also (SD won't allow)			

has no control of margin in a preferred account sale. Margin is totally controlled by "lock-in" preferred account pricing 25% off list.

What about if SD margin approval?

- how to call (for entry or both?)
- if AD also - don't call margin for no-entry disc only?